

Abstract

The present invention provides a system and method for predicting the likelihood of materialization of pending group reservations for the purchase of perishable commodities. Details pertaining to perishable commodities for which group reservations for purchase have been made in the past are gathered and analyzed, as are details pertaining to perishable commodities for which group reservations for purchase are currently pending. Based upon the analysis, the likelihood that a particular pending reservation will actually be purchased or "materialize" is determined and utilized for yield management.

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